

## Hyde ABC Board Meeting

4.16.18

6:30 pm

**Open:** 6:30

**Ethics Commitment reminder:** All good

**Prior Board Minutes:** March 2018 Board minutes adopted.

### **Old Business:**

1. Lights and painting in OC look good. Everyone satisfied.
2. John Giagu renewal as Board member will be voted on during the May or June Commissioners meeting. Meredith will present the renewal.
3. Gary has adjusted the Required Distribution and Education entries on the current Budget. There was some discussion about the distribution calculations.
4. Discussion on our budget, all still looking ok.
5. Concrete or wooded walkway needed to help keep us out of the mud while unloading the LB&B truck to the SQ warehouse. We have discussed this for 2 years and 3 estimates later, still no one has come back to pour concrete. Another local guy has estimated \$1200-\$1600 to pour the concrete. David Eakes has been here twice. We had this in the budget at a prior time. Gary will check our budget and increase if needed.

### **New Business:**

1. Swan Quarter store has termites. The estimate to fix the problem by Sentry Exterminating is \$750.00. The amount is approved and it will be added to the budget.
2. Employee pay raise. Discussion. Gary and Vicki will decide how much for store clerks and it starts July 1<sup>st</sup> paycheck. If Vicki gets a raise Gary and Meredith will discuss.

**General Manager Comments:** Sales were up 12% across the state. Our surrounding counties were up 5% to 11.5%. We were up 17.41%. SQ store was up \$3100 Retail Sales, OC was up \$5000 over 2017, due to Mix Bev sales. Easter was early so the Restaurant's opened earlier than last year. We may see April sales go down due to this. I'm hoping the weather will cooperate and the wind quit blowing so the ferries can run. Spring has been

cold and the winds have been blowing and OC sales are reflecting that. April sales for the first ½, show SQ down \$200, OC down \$8000.

Vicki will be going on a short trip to Denver April 25-April 28. The store hours are covered and everything is set up for success!

**Financial Officer Comments:** Gary is back from his monthly voyage to the East. Glad he had a great time and glad he is back safely.

**Balance Sheet:**

- **Checking/Savings** is up \$25,838
- **Inventory** is up \$2,152
- **Accounts Payable** are up \$1,151
- The ratio of Current Assets to Current Liabilities has improved from 2.91 to 3.57

**MTD Profit/Loss:**

- **Sales** were up \$7,938 led by increased sales of \$3,094 in Swan Quarter and \$5,074 in Mixed Beverage sales on Ocracoke.
- **Gross Profit** improved by \$2,380
- **General Expenses** were up \$1,538 as a result of increased wages of \$1,558. This is largely attributable to my attendance at the General Manager's Meeting in late February which was actually not paid until March.
- **Net Ordinary Income** increased by \$841 and **Total Net Loss** improved from (\$2,289) last year to (\$1,722) this year.
- Note that I adjusted our **Required Minimum Distribution** upward by \$2,277 and our **Alcohol Education** Expense by \$915.

**YTD Profit/Loss:**

- **Sales** are down \$12,903 due to the PCL power outage.
- **Gross Profit** likewise fell by \$2,330.
- **General Expenses** were virtually flat, down a mere \$20

- **Net Ordinary Income** is down \$2,309, but this is more than offset by the \$5,663 recovery from PCL.
- **Net Income** is \$17,335, an improvement of \$8,429 over last year's Net Income of \$8,906.

**YTD Budget vs Actual:**

1. We are well within our Budget at this point, 75% of the way through the year.
2. **Gross Profit** is at 66.4% of budget, but the 4th quarter sales are typically very strong and I expect we will come in very close to budget.
3. There are no expenses that exceed our Budget and **Total Expenses** are at 68.4% of the Budget.
4. **Net Income** is 80.2% of Budget which is better than expected at this point in the year.

**Meeting Adjourned:** 6:50 pm    **Next Meeting:** May 14<sup>th</sup>.